Q1 2018 Earnings Supplement
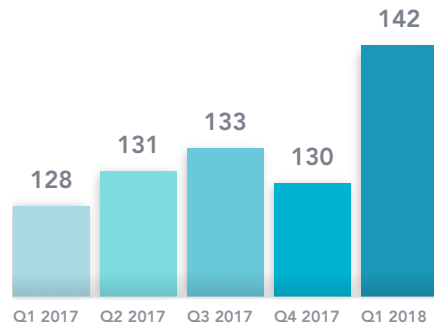
Connects[1]
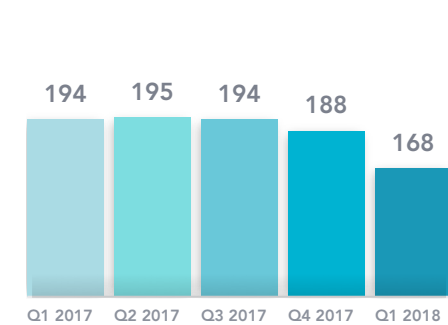*(in millions)*

Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
43.1	52.1	64.9	63.9	65.9
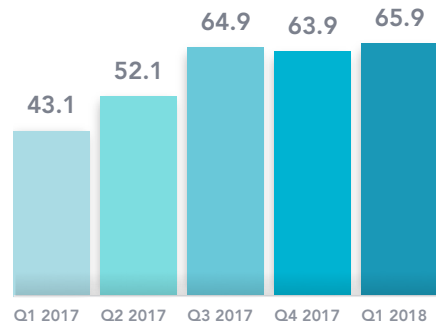
Military Subscribers[2]
(in thousands)

Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
128	131	133	130	142

Retail Subscribers[2]
(in thousands)

Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
194	195	194	188	168

DAS Revenue Breakdown[3]
($ in millions)

	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
Total	$16.3	$18.6	$21.8	$24.0	$23.6
Build-out Project Revenue	$11.4	$13.0	$16.1	$18.0	$18.6
Access Fee Revenue	$4.9	$5.6	$5.7	$6.0	$5.0
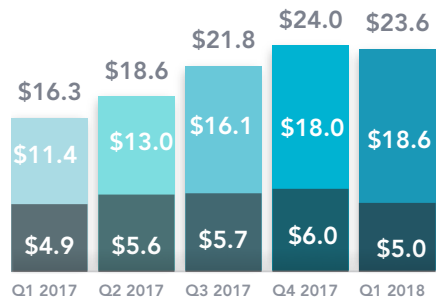
■ Access Fee Revenue   ■ Build-out Project Revenue

DAS Nodes[4]
(in thousands)

Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
19.8	20.3	22.2	23.5	24.2
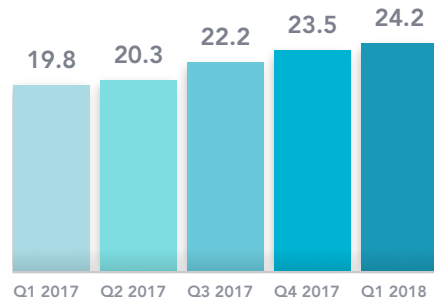
DAS Node Backlog[5]
(in thousands)

Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
10.5	11.0	11.0	11.2	11.4
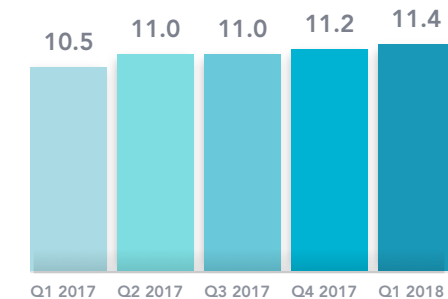
(1) This metric shows how often individuals connect to our global Wi-Fi network in a given period. The connects include retail and wholesale customers in both customer pay locations and customer free locations where we are a paid service provider or revenue sponsorship or promotion fees. We count each connect as a single connect regardless of how many times that individual accesses the network at a given venue during their 24 hour period. This measure is an indicator of paid activity throughout our network.

(2) This metric represents the number of paying customers who are on a month-to-month subscription plan at a given period end.

(3) Revenue generated from access to our DAS networks consists of build-out fees and recurring access fees under certain long-term contracts with telecom operators. Build out fees paid upfront are generally deferred and recognized ratably over the term of the estimated customer relationship period, once the build-out is complete. Minimum monthly access fees for usage of the DAS networks are non-cancellable and generally escalate on an annual basis. These minimum monthly access fees are recognized ratably over the non-cancellable term of the telecom operator agreement.

(4) This metric represents the number of active DAS nodes as of the end of the period. A DAS node is a single communications endpoint, typically an antenna, which transmits or receives radio frequency signals wirelessly. This measure is an indicator of the reach of our DAS network.

(5) This metric represents the number of DAS nodes under contract but not yet active as of the end of the period.

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